

Saint Pierre and Miquelon

Basic statistics

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|--|-------|--|----|
| Current diversification (number of products) | 99 | Potential new products more complex (percentage) | 58 |
| Potential new products | 1,902 | Export opportunity in more complex products (percentage) | 18 |
| Potential new products more complex than the country's average | 1,108 | Import replacement opportunity in more complex products (percentage) | . |

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

| Product | Percent |
|---|---------|
| Electrical, electronic equipment | 9 |
| Machinery & mech appliance etc | 8 |
| Plastics and articles thereof | 8 |
| Articles of apparel, accessories, knit or crochet | 6 |
| Paper & paperboard, articles of pulp, paper and board | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of iron or steel | 4 |
| Articles of apparel, accessories, not knit or crochet | 4 |
| Organic chemicals | 3 |
| Pearls, precious stones, metals, coins, etc | 3 |
| Sum of others with smaller share | 46 |

Top markets for potential new products (percentage of export opportunities)

By countries

| Country | Percent |
|--------------------|---------|
| USA | 18 |
| France | 8 |
| United Kingdom | 5 |
| Japan | 5 |
| China | 4 |
| Italy | 4 |
| Germany | 4 |
| Russian Federation | 3 |
| Spain | 3 |
| Thailand | 3 |
| Netherlands | 3 |
| Others | 26 |

By regions

| Region | Percent |
|------------------|---------|
| Asia | 31 |
| Western Europe | 20 |
| Northern America | 20 |
| Eastern Europe | 8 |
| Southern Europe | 8 |
| Northern Europe | 7 |

Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

| Product | Percent |
|---|---------|
| Cereal, flour, starch, milk preparations and products | 20 |
| Cocoa and cocoa preparations | 19 |

Catalogue of Diversification Opportunities 2022

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|--|----|
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |
| Live trees, plants, bulbs, roots, cut flowers etc | 7 |
| Animal,vegetable fats and oils, cleavage products, etc | 6 |
| Edible vegetables and certain roots and tubers | 6 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | 6 |
| Miscellaneous edible preparations | 5 |
| Vegetable, fruit, nut, etc food preparations | 4 |
| Sugars and sugar confectionery | 4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 3 |
| Dairy products, eggs, honey, edible animal product nes | 2 |
| Meat, fish and seafood food preparations nes | 2 |
| Coffee, tea, mate and spices | 1 |
| Sum of others with smaller share | 2 |

Top markets for potential new agri-business products (percentage of export opportunities)

By countries

| Country | Percent |
|----------------|---------|
| USA | 15 |
| United Kingdom | 7 |
| France | 7 |
| Japan | 6 |

By regions

| Region | Percent |
|------------------|---------|
| Asia | 33 |
| Western Europe | 20 |
| Northern America | 18 |
| Northern Europe | 10 |

Catalogue of Diversification Opportunities 2022

| | | | |
|--------------------|----|-----------------|---|
| China | 6 | Eastern Europe | 7 |
| Netherlands | 5 | Southern Europe | 5 |
| Germany | 5 | | |
| Canada | 3 | | |
| Russian Federation | 3 | | |
| Thailand | 3 | | |
| Others | 23 | | |

Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, unit price range | Top growing markets (USD million) | | | Export opportunity (USD million) |
|-------------------------------|--|-----------------------------------|-------------|-------------|----------------------------------|
| | | #1 | #2 | #3 | |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25-326 | US 658.4 | IT 252.8 | CN 107.6 | 1664.8 |
| | (293490) Heterocyclic compounds, nes, \$326-777 | DE 165.8 | RU 152.6 | CA 117.7 | 711.5 |
| | (292910) Isocyanates, \$1-5 | IT 137.1 | DE 134.3 | ES 65.8 | 528.2 |
| | (292249) Amino-acids nes, esters, salts thereof, \$0-3 | US 107.8 | FR 45.2 | NL 33.7 | 295.5 |
| | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$0-23 | BR 63.9 | UA 29.8 | PK 25 | 230.5 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | SG 758.4 | RU 257.7 | BE 207.5 | 2290.7 |

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|---|--|--------------|-------------|-------------|--------|
| | (390210) Polypropylene in primary forms, \$0-1 | EG 323.9 | ID 309.6 | CN 224.9 | 1715.2 |
| | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | IN 135.3 | ES 42.3 | PK 40.5 | 711.8 |
| | (390690) Acrylic polymers nes, in primary forms, \$1-5 | RU 119.4 | TH 72 | SA 61.4 | 691.6 |
| | (390740) Polycarbonates, in primary forms, \$2-5 | CZ 130.6 | JP 122.4 | US 62 | 597.8 |
| Paper & paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US 1748.1 | IT 250.9 | DE 221.2 | 2871.7 |
| | (480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2 | US 455.5 | JP 208.2 | PE 120.7 | 1572.6 |
| | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | US 107.5 | GB 93.6 | RO 28.6 | 417.5 |
| | (480300) Paper, household, sanitary, width > 36 centimetres, \$1-4 | KE 38.3 | TH 35.9 | DE 24.8 | 345.4 |
| | (481021) Paper, fine, light weight coated, \$0-2 | JP 195.7 | PL 64.6 | NL 26.4 | 327.1 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$16-47 | US 1437.8 | GB 15.2 | NL 14.3 | 1525.8 |
| | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | FR 152.3 | JP 127.8 | ES 99.3 | 589.3 |
| | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | JP 110.2 | FR 50.6 | HK 48.7 | 412.8 |
| | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP 207.4 | US 80.2 | FR 44.1 | 377.0 |

Catalogue of Diversification Opportunities 2022

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|---|---|--------------|-------------|-------------|--------|
| | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | US 260.1 | ES 16.5 | GB 6 | 302.6 |
| Articles of apparel, accessories, not knit or crochet | (621010) Garments made up of textile felts and nonwoven fabric, \$7-27 | US 630.6 | JP 52.1 | IT 24.5 | 809.8 |
| | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | RU 222.4 | ES 44.2 | AT 37.7 | 384.0 |
| | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | US 66.5 | JP 61.6 | 316.1 |
| | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | ES 87.3 | RU 52.9 | US 33.4 | 293.8 |
| | (620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136 | US 110.3 | FR 67 | GB 44.8 | 274.4 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$0-2099 | CN 2053.8 | KZ 30.8 | AW 26.2 | 2183.0 |
| | (711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273 | IT 930.3 | GB 166.9 | JP 103.4 | 1519.7 |
| | (711311) Jewellery and parts, silver, including plated silver, \$0-514 | US 295.5 | CN 237.5 | FR 46.2 | 651.2 |
| | (711311) Jewellery and parts, silver, including plated silver, \$514-2422 | HK 169.8 | TH 81.1 | GB 51.1 | 514.4 |
| | (711719) Imitation jewellery nes of base metal including plate, \$223-506 | FR 180.4 | DE 32.1 | IT 27 | 314.8 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | PH 107.1 | LA 68.2 | 891.4 |
| | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
| | (730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3 | MW 80.6 | PH 59.6 | JP 49.1 | 559.5 |

Catalogue of Diversification Opportunities 2022

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|---|---|-------------|-------------|-------------|--------|
| | (730810) Bridges and bridge sections, iron or steel, \$2-7 | LK 128.4 | PH 66.1 | ZM 48.9 | 390.1 |
| | (730830) Doors, windows, frames of iron or steel, \$3-12 | DE 68.1 | US 48 | PH 34.1 | 346.1 |
| Machinery & mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | ES 609.7 | FR 214.3 | TR 105.1 | 1260.9 |
| | (842810) Lifts and skip hoists, \$10135-20661 | RU 278.1 | SG 55.5 | FR 43.4 | 848.3 |
| | (840890) Engines, diesel except motor vehicle/marine, \$801-11670 | ES 72.2 | CZ 71.2 | DE 70 | 615.6 |
| | (842890) Lifting, handling, loading or unloading machinery nes, \$863-13396 | US 188.3 | IN 142.3 | CA 78.4 | 576.2 |
| | (848130) Valves, check, \$16-73 | US 282.4 | TH 25.3 | SA 23.2 | 451.7 |
| Electrical, electronic equipment | (850910) Domestic vacuum cleaners, \$65-158 | FR 592.1 | RU 177.6 | HK 92.7 | 1322.0 |
| | (853400) Electronic printed circuits, \$0-66 | JP 660.1 | FR 202.4 | BE 33.5 | 1084.8 |
| | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | US 271.6 | PH 142.8 | CN 86.1 | 1021.6 |
| | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | KZ 109.4 | TH 82.9 | SG 74.7 | 882.0 |
| | (851629) Electric space heating nes and soil heating apparatus, \$36-182 | JP 359.9 | FR 251.9 | US 53.2 | 782.7 |
| Optical, photo, technical, medical, etc apparatus | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | GB 127.3 | NL 57.4 | 605.5 |
| | (902190) Orthopaedic appliances, nes, \$1039-2359 | GB 131 | NL 100.5 | JP 63.1 | 603.2 |

Catalogue of Diversification Opportunities 2022

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|--|---|-------------|------------|------------|-------|
| | (902290) Parts and accessories for radiation apparatus, \$0-93 | FR 299.5 | GB 75.5 | DE 64.1 | 593.5 |
| | (901910) Massage and psychological aptitude-test apparatus, \$14-70 | US 370.9 | NL 23.9 | VN 20.6 | 518.1 |
| | (902920) Speed indicators, tachometers, stroboscopes, \$119-141 | GB 139.7 | KR 68.9 | AT 54.8 | 486.4 |

Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, unit price range | Top growing markets (USD million) | | | Export opportunity (USD million) |
|--|---|-----------------------------------|------------|------------|----------------------------------|
| | | #1 | #2 | #3 | |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030420) Fish fillets, frozen, \$10-20 | JP 122.6 | FR 55.5 | CA 55.3 | 336.3 |
| | (030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8 | TH 80.1 | PH 42 | JP 36.2 | 290.0 |
| | (030269) Fish nes, fresh or chilled, whole, \$0-4 | FR 54.5 | RU 33.8 | IT 14.5 | 180.2 |
| Dairy products, eggs, honey, edible animal product nes | (040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3 | CN 95.9 | GB 60.7 | RU 50.7 | 294.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | NL 261 | CH 92.5 | DE 91.7 | 764.3 |
| | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | RU 36.5 | PE 17 | IN 8.1 | 105.1 |
| Edible vegetables and certain roots and tubers | (070200) Tomatoes, fresh or chilled, \$0-2 | RU 102.2 | US 61.1 | IT 43.4 | 458.4 |
| | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | US 75.1 | JP 54.4 | GB 23.9 | 227.5 |

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|--|---|----------|---------|---------|-------|
| | (071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2 | CL 2.4 | JP 2.3 | NL 2 | 25.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, nes, \$1-4 | US 281.9 | DE 81.9 | CN 28.7 | 579.6 |
| | (080290) Nuts edible, fresh or dried, nes, \$4-20 | CN 269.3 | US 84.8 | JP 53.2 | 496.0 |
| | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US 191.6 | DE 20.5 | CA 15.1 | 291.5 |
| | (080232) Walnuts, fresh or dried, shelled, \$5-10 | GR 15.7 | US 8.2 | SA 5.5 | 60.6 |
| | (081340) Fruits, dried nes, \$3-14 | NL 8.4 | DE 6.7 | RU 5.4 | 49.3 |
| Coffee, tea, mate and spices | (091091) Mixtures of spices, \$3-10 | DE 20.3 | MY 18.6 | AE 11.2 | 95.7 |
| | (090220) Tea, green (unfermented) in packages > 3 kg, \$4-24 | VN 9.2 | NE 5.5 | FR 2.4 | 30.3 |
| | (091030) Turmeric (curcuma), \$2-9 | IN 2.5 | US 2.1 | AU 1.9 | 13.6 |
| | (091091) Mixtures of spices, \$0-3 | MY 1.3 | SE 1.1 | FR .9 | 9.5 |
| | (090412) Pepper of the genus Piper, crushed or ground, \$3-11 | IE 2.2 | NG 1.6 | PT 1.5 | 9.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | NP 71.6 | US 43.4 | 320.4 |
| | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | RU 25.5 | EG 6.8 | VN 3.5 | 68.2 |
| | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | AU 3.8 | 35.3 |

Catalogue of Diversification Opportunities 2022

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|--|---|-------------|-------------|------------|-------|
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preparations, \$0-4 | SG 158.4 | GB 88.1 | AT 32 | 384.2 |
| | (151590) Veg fats, oils nes, fractions, not chemically modified, \$0-3 | FR 107.3 | IN 55.1 | GB 25.3 | 321.2 |
| | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | CA 30.2 | NL 24.4 | 106.1 |
| Meat, fish and seafood food preparations nes | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | US 59.9 | JP 57 | AU 22.8 | 256.9 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | EG 218.8 | US 43.7 | VN 27.3 | 328.1 |
| | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | CN 36.3 | FR 19.6 | FI 18.5 | 137.1 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | FR 206 | GB 79.4 | BE 78.7 | 646.4 |
| | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | JP 120.9 | US 103.2 | GB 67.4 | 550.4 |
| | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE 137.6 | GB 89.1 | US 30.5 | 492.9 |
| | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | US 43.9 | RO 29.3 | PL 29.1 | 359.9 |
| | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | US 59.1 | ES 36.1 | FR 34.1 | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract & limited cocoa pastrycooks products nes, \$1-4 | TH 119.8 | US 89.3 | SN 65.7 | 668.0 |

Catalogue of Diversification Opportunities 2022

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|--|---|-------------|------------|------------|-------|
| | (190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10 | MO 181.1 | VN 53.5 | MY 32.9 | 604.8 |
| | (190230) Pasta except uncooked or stuffed, \$1-3 | CA 33.7 | NL 33.4 | CN 33 | 357.0 |
| | (190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1 | FR 78.8 | PH 24.5 | LK 16.9 | 309.2 |
| | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | ES 24.6 | GB 22.1 | 233.7 |
| Vegetable, fruit, nut, etc food preparations | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | US 49.2 | DE 32.4 | GB 12.9 | 152.0 |
| | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | ZA 20.4 | TR 18.3 | 124.9 |
| | (200811) Ground-nuts otherwise prepared or preserved, \$2-5 | US 63.3 | RO 11.9 | SA 4.4 | 117.7 |
| | (200600) Fruits, nuts, fruit-peel, etc preserved by sugar, \$2-7 | CN 22.9 | IE 9.6 | DE 6.6 | 55.5 |
| | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | CO 5.5 | CL 4.3 | 54.8 |
| Miscellaneous edible preparations | (210410) Soups and broths and preparations thereof, \$2-6 | US 41.3 | IT 19.8 | NE 17.5 | 193.6 |
| | (210500) Ice cream and other edible ice, \$2-5 | CZ 23.4 | GR 18 | CN 14.8 | 176.4 |
| | (210320) Tomato ketchup and other tomato sauces, \$1-2 | NO 12.9 | SA 11.4 | BW 9.4 | 125.1 |
| | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | US 52.6 | NL 15.4 | KR 5.7 | 115.1 |